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IN THE UNITED STATES DISTRICT COURT WESTERN DISTRICT OF VIRGINIA HARRISONBURG DIVISION

WYNN'S EXTENDED CARE, INC.,

Plaintiff and Counter-Defendant,)Case Number

v.)5:13-cv-00114

PENNY L. BRADLEY,)

Defendant and Counter-Plaintiff.)

Deposition of 30(B)(6) CORPORATE REPRESENTATIVE OF ARMSTRONG AUTO SALES, INC.

BY TRAVIS W. ARMSTRONG
Harrisonburg, Virginia
Wednesday, September 3, 2014
9:15 a.m.

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Reported by: Karen L. Hart, RMR, CRR

Page 111 1 system? 2 Α. No, sir, not that I recall. 3 Q. One of the areas of inquiry in the 4 deposition notice which is Exhibit 2 to your -- to 5 the deposition of Armstrong Auto is the dealer kit 6 from Wynn's Extended Care. I think I also -- I think 7 I earlier asked you about a dealer kit. 8 Α. Yes, sir. 9 MR. CUPP: I'm going to show you some 10 documents that were produced to us by Wynn's 11 yesterday. I have copied them the way I received 12 them. 13 14 (Armstrong Deposition Exhibit No. 9 was 15 marked for identification and attached to the 16 transcript.) 17 18 BY MR. CUPP: 19 So the first one is marked Exhibit 9. And 0. I'll ask you to look at this two-page document and 20 tell me whether you have ever seen this. 21 22 Α. I have not. 23 Okay. Were you ever told anything about a 24 claims procedure in connection with the Wynn's 25 service contract?

Page 112 1 I don't believe so. I think that's Α. 2 something that we kind of figured out on our own. 3 Okay. In any event, you knew that you 4 were a licensed repair facility; right? Yes, sir. Α. Q. So you did not see Exhibit 9? 7 Α. No, sir. 8 MR. CUPP: Let me show you what's been 9 marked as Exhibit 10 to your deposition, the 10 company's deposition. 11 12 (Armstrong Deposition Exhibit No. 10 was 13 marked for identification and attached to the 14 transcript.) 15 16 BY MR. CUPP: 17 I'll ask you to take a minute to look at 18 Exhibit 10 and tell me if you can identify this 19 document. 20 Α. That's nothing that I've seen before. 21 Okay. Other than the retail rate sheet Ο. 22 that we looked at earlier in this deposition, did you receive -- and the Wynn's dealer contract that was 23 Exhibit 3, did you see any documents from Wynn's --24 25 and again, also accepting -- let me try this whole

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Page 113 1 thing again. 2 Is it true that you did see Exhibit 3 from 3 Wynn's, the dealer agreement; you had seen a dealer 4 agreement? Α. Yes. 0. And you signed it? Α. Yes, sir. 8 You had seen the form for the service 0. 9 contract through Wynn's; right? 10 Α. Yes, sir. 11 Q. But you had never read it up through the 12 time that you included it as part of the Bradley 13 transaction; right? 14 Α. Yes, sir. 15 Q. And you had seen the rate sheet. 16 Α. Yes, sir. 17 That rate sheet was -- I'm not sure what Ο. 18 number that was. Let's see if we have it there in 19 that stack. 20 Α. Number 4. 21 Right, Number 4, the rate sheet. Q. 22 Other than those three documents or copies of those three documents, had you received any 23 document from Wynn's Extended Care, Inc.? 24 25

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Α.

No, sir.

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  1
                 MR. CUPP:
                             What was the last one we did?
  2
                 THE COURT REPORTER:
                                       10.
  3
                 MR. CUPP: Give me Number 10 there,
  4
      please.
  5
  6
                   (Armstrong Deposition Exhibit No. 11 was
  7
      marked for identification and attached to the
  8
      transcript.)
  9
10
     BY MR. CUPP:
11
           Q.
                 So I'm showing you what's been marked as
12
     Exhibit 11 to this deposition and I'll ask you --
     understanding that you've already said that you
13
14
     haven't seen any other documents, I'll ask you if
15
     this is a document you ever saw in relation to the
16
     Wynn's service contract program.
17
          Α.
                 No, sir.
18
          Q.
                 Today is the first day you've seen that
19
     document?
20
          Α.
                Yes, sir.
21
22
                 (Armstrong Deposition Exhibit No. 12 was
     marked for identification and attached to the
23
24
     transcript.)
25
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- 1 BY MR. CUPP:
- Q. I'm handing you what's been marked as
- 3 Exhibit 12 to this deposition and I'll ask you to
- 4 look at that document. Have you ever seen that?
- 5 A. No, sir.
- 6 Q. Okay. Were you aware -- strike that.
- 7 Did anyone tell you that Wynn's service
- 8 contracts are insured?
- 9 A. No, sir, I was unaware of that.
- 10 Q. Okay. And this document, Exhibit 12,
- 11 says -- if I could get you to look back at that, at
- 12 the -- in the middle of the page, the last sentence
- 13 of that paragraph says, "As a national leader in the
- 14 warranty business, we are committed to providing you
- 15 with profitable opportunities."
- Do you see that?
- 17 A. Yes, sir.
- 18 Q. What profitable opportunities did Wynn's
- 19 Extended Care provide to you?
- A. I guess the ability to make my vehicles
- 21 more valuable by having an extended warranty on them.
- 22 Q. All right. Have you undertaken to --
- 23 well, strike that.
- Are you still selling Wynn's Extended Care
- 25 service contracts?

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- A. We do have the ability, but it's very few
- 2 that we have.
- Q. Do you have another service contract that
- 4 you're selling?
- 5 A. No, sir. We have one that we give away,
- 6 but not another one that we sell.
- 7 Q. And which one do you give away?
- 8 A. Cars.
- 9 Q. Okay. And how are you able to give it
- 10 away?
- 11 A. Our cost is \$99, so we provide it to our
- 12 customers at no extra charge just to give them an
- 13 additional level of warranty and peace of mind.
- 14 Q. How many Wynn's contracts -- well, that's
- 15 something we're looking for, right?
- 16 A. Yeah, I'm not sure what's taking so long.
- 17 She's on the phone with the company now, trying to
- 18 get that information.
- 19 Q. What company is she --
- 20 A. Frazer, our DMS system.
- 21 Q. F-r-a --
- 22 A. --z-e-r.
- Q. And is that a software provider?
- A. Yes, sir. I guess that's what you would
- 25 call it, yes.